

Message Text

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TAGS: BEXP, GW

SUBJ: PROPOSED AMERICAN YARNS SPINNERS IOGA TRADE MISSION

REF: USDOC 9304

1. CONTENTS REFTEL DISCUSSED WITH REPRESENTATIVES STUTTGART CHAMBER OF COMMERCE, BADEN-WUERTTEMBERG TEXTILE ASSOCIATION, FEDERAL ASSOCIATION OF GERMAN KNITTING INDUSTRY, AND FEDERAL INDUSTRIAL YARN ASSOCIATION. WITH MIXED REACTIONS.

2. YARN ASSOCIATION (INDUSTRIEVERBAND GARNE E.V., 6000 FRANKFURT/MAIN 70, SCHAUMAINKAI 10, CONTACT MR. REINER OTT) EXPRESSED WILLINGNESS ASSIST PROPOSED AMERICAN YARN SPINNERS TRADE MISSION. NOTES DOWNWARD TREND IN LOCAL TEXTILE INDUSTRY, WITH SHARP DECLINE IN ORDER BOOK. U.S. COTTON YARNS FACE STRONG COMPETITION FROM LDCS AND SYNTHETIC YARNS FROM GERMAN PRODUCERS. LATTER HAVE ADVANTAGE OF BEING LOCATED NEAR CUSTOMERS AND THUS ABLE TO OFFER FAST DELIVERY, SMALLER SHIPMENTS, AND QUICK CHANGE IN SPECIFICATIONS. ON OTHER HAND, SHARP RISE IN GERMAN LABOR COSTS AND LOWER VALUE OF DOLLAR MAKE U.S. PRODUCTS MORE COMPETITIVE.

3. B/W TEXTILE ASSOCIATION PANTS EVEN BLEAKER PICTURE

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FOR TEXTILE INDUSTRY IN YEAR AHEAD. NOTES POLITICAL

NECESSITY FOR GERMANY TO BUY SOME COTTON YARN FROM EGYPT, TURKEY, PORTUGAL, YUGOSLAVIA, BRAZIL.

4. ASSOCIATION OF KNITTING INDUSTRY STRESSES IMPORTANCE OF QUALITY AND PRICE. MISSION NEEDS ADVANCE EXPERT TO DECIDE WHETHER ITEMS OFFERED WOULD INDEED BE COMPETITIVE. CONGEN CONCURS.

5. FOREIGN TRADE DEPT OF STUTTGART CHAMBER CAN BE RELIED UPON TO EXTEND CUSTOMARY HELPING HAND TO CONSULATE-SPONSORED TRADE MISSION.

6. CONSULATE GENERAL COMMERCIAL STAFF WOULD BE AVAILABLE TO SUPPORT MISSION DURING OCTOBER 29-NOVEMBER 8 PERIOD. OFFICE CLOSED OCTOBER 28, VETERANS' DAY, AND NOVEMBER 1, GERMAN HOLIDAY.

7. FOR DEVELOPING MISSION'S SCHEDULE, IT SHOULD BE NOTED THAT MOST OF THE KNITTING MILLS ARE CONCENTRATED IN THE "SCHWAEBISCHE ALB", BETWEEN THE CITIES OF BALINGEN, EBINGEN, AND REUTLINGEN (50 TO 120 KILOMETERS SOUTHWEST OF STUTTGART). WEAVING MILLS, HOWEVER ARE SPREAD ACROSS THE WHOLE CONSULAR DISTRICT, REQUIRING MUCH TRAVEL TIME.

8. 1973 IMPORT STATISTICS FOR VARIOUS CATEGORIES OF COTTON YARNS SHOW GERMANY IMPORTED DM 409 MILLION FROM EC COUNTRIES, TURKEY, GREECE, YUGOSLAVIA, BRAZIL, EGYPT, PORTUGAL, AND A FEW OTHERS. IMPORTS FROM U.S. FOR SAME CATEGORIES CAME TO ONLY DM 233,000. RELATIONSHIP SAME AS IN PREVIOUS YEARS, WITH A NOTICEABLE INCREASE ONLY IN IMPORTS FROM BRAZIL. SITUATION FOR SYNTHETIC YARNS LOOKS SOMEWHAT BETTER FOR U.S. WITH 1,166 MILLION DM WORTH OF IMPORTS COMING FROM THE EC AND EFTA COUNTRIES, AND A LIMITED NUMBER FROM GREECE, JAPAN, CZECHOSLOVAKIA, KOREA, AND RUMANIA. IMPORTS FROM US AMOUNTED TO DM 105 MILLION, OR CLOSE TO 10 PERCENT. RUCHTI

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